

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CIAE-00 DODE-00 PM-03 H-02

INR-07 L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15

USIA-06 CAB-02 COME-00 DOTE-00 FAA-00 LAB-04 SIL-01

IO-10 /082 W

----- 073896

R 261800Z JUN 75

FM USMISSION USBERLIN

TO AMEMBASSY BONN

INFO SECSTATE WASHDC 1092

AMEMBASSY ANKARA

AMEMBASSY ATHENS

AMEMBASSY BERLIN UNN

AMCONGUL ISTANBUL

AMEMBASSY LONDON

USMISSION NATO

AMEMBASSY PARIS

AMEMBASSY SOFIA

C O N F I D E N T I A L USBERLIN 1235

E. O. QQYTWC GDS

TAGS: PGOV, EAIR, GR, TU, GW, UK, FR, WB

SUBJECT: CIVAIR: BERLIN-ISTANBUL TURKISH WORKER CHARTER SERVICE

REF: A) BONN 9956; B) ANKARA 1252; C) BONN 2446; D) USBERLIN 694

1. SUMMARY: PANAM WISHES TO EXPAND ITS POSITION IN
TURKISH WORKER CHARTER MARKET, BUT LATEST MEETING
BETWEEN ALLIED CARRIERS AND THY IN ISTANBUL YIELDED
ONLY ONE-MONTH EXTENSION OF OPERATING RIGHTS FOR ALLIED
CARRIERS. PROSPECT FOR ALLIED CARRIERS IS GROWING
COMPETITION FROM INTERFLUG AND THY, AND PERHAPS FRG
CARRIERS AS WELL. END SUMMARY:

2. AT HIS REQUEST, PANAM BERLIN MANAGER GALLAGHER,
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ACCOMPANIED BY SALES AND TRAFFIC MANAGERS, CALLED ON

MISOFFS JUNE 18 TO PRESENT PANAM'S CURRENT
ASSESSMENT OF TURKISH WORKER MARKET. GALLAGHER SAID
PANAM WAS INTENT IN STAKING OUT POSITION IN THIS MARKET.
TURKISH WORKER FLIGHTS FROM WEST BERLIN YIELDED GOOD
PROFITS BECAUSE ALLIED CARRIERS COULD DEPART BERLIN
JUST BEFORE CURFEW AND RETURN JUST AFTER CURFEW OVER,
THEREBY USING EQUIPMENT WHICH WOULD OTHERWISE BE IDLE OVER-
NIGHT. IN PANAM'S VIEW, PROFITS WOULD VANISH IF
PANAM WERE FORCED TO RENEW ROYALTY PAYMENTS OF ABOUT
DM 60 PER BERLIN-ANKARA ROUND TRIP AND IF FEES FOR
INTERMEDIATE LANDING IN FRG (NUREMBERG) REMAIN UJT-;HS5QU108=6FC0- B!Y\$Z_#&GW(
F<L U#-A@QD(\$9KF8_B5W;KQJ36L IW;8=1|R5_Q6B(4
@FZ8S*;
-U
Q:>CP(1/%+W#5_J/@\$0A#P
-
JT)_BF_@Y@(7P"
?1F#T&V,CPQT F7 -PG,-0#8 2/+TS-0
H|E?F
5QW P=Q"!H;K0BI &\$|@U4(14_4<*;>S MW8NPU,_7,@C<\$2) .E@APVC?AU(
V/#H;(D@FCE?
00"9,GG|8%=PGP66\$?_3 @*02Z#T @C"6<QFWP)@#UQ
+&VMU@X#WJV3!0D/69Y@;6W(Q@77;Q&
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RA#4!BU"/(YNVGHK*WATD CR@Z_| 2|H_ D/XNQK2K*Q\$ _50/LXU*U<F9##YP/T@YJ H.UIN"#@G(B
##Q|6_W;F\$HA5>#4Q\$(H\$)QA,3KY/U.*0>> (I?* 7_JD-3@*5.+P.F!0_\$SKK+FWA-F:?7#8 2"<D Q&(;T0/LC-,Z/"78WZMH&QH*WWKPI<.)@H#UR(G@0 2<-
"Q#W+ D/
F0JH!W0(((J(F@AB1RWCAA_T0# "AAM'ZAT8<HYFQ*9AREC4Y!FG# 9H*,.,@@ W'MT@A @CFC _U@.4*FAA-F/#HBKD 6A(N:7W.(GF\$WN7"
ZAW*\$Q!(H:H(T.TR6XK*
C,*0JK_/UNT<G|Q<A#\$NY)0
,*"LH-ISH1!F;#AX(7ZC
XQ_T<"YHJ7/&0WQ@YA\$<R@YM\$<2*PYP
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SUPPLEMENTAL AIRLINES, AIR SCHEDULES, AVIATION AGREEMENTS, NEGOTIATIONS
Control Number: n/a
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Draft Date: 26 JUN 1975
Decaption Date: 01 JAN 1960
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Disposition Authority: GolinoFR
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Type: TE
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